



Dollens Electric



CASE STUDY
DOLLENS ELECTRIC



Solar Installer Adopts Centrosolar Offering in California

SunnyCal Solar, a family business founded in 2005, handles the entire process for its residential solar customers in California's San Jose Bay Area, the Central Valley and Foothills—from power usage analysis, system design, complete installation to the homeowner's applications for rebates and incentive payments. And, as electrical contractors, SunnyCal Solar (a division of Dollens Electric), is licensed to design the system's wiring and interconnect it with the existing electric utility wiring in the home.

SunnyCal Solar - like many other companies in the solar industry - faces many challenges and finds a number of solutions to these challenges by working with Centrosolar America.

CHALLENGE (Inventory Management)

SunnyCal Solar operates on a Just In Time (JIT) basis, minimizing the amount of inventory it has to carry. "Our solar business model is a major challenge for most PV module companies," noted Dollens Electric CEO, Steve Dollens. "We need our suppliers to deliver what we order with minimal lead time and on-time at the job-site."

SOLUTION #1 Centrosolar America's Warehousing and Distribution Network

Centrosolar maintains a national warehousing system for the distribution of its PV modules, inverters, racking and BOS components- as well as the complete, pre-packaged photovoltaic system, CentroPack®. "Centrosolar helps make our JIT business model work," says Dollens. "Their regional California warehouse is centrally located for us and carries everything we need. They can respond quickly to job orders and help keep our installations on time."

SOLUTION #2 The CentroPack®

Multiple-source ordering for system components can also work against the JIT business model. "Multiple part numbers, compatibility issues and complex delivery and installer crew scheduling can all tie up our resources and slow our installations down," says Dollens.





The CentroPack® is Centrosolar's solution, simplifying the entire process for residential installers. With just one part number, residential installers can order a prepackaged, completely integrated solar system. "With the CentroPack, we can say to our crews, 'Be at a job site on a certain date, open the box and install the system'," adds Dollens. "Beyond the inventory solutions that make our JIT business model work, Centrosolar manages the parts and shipping inventories for our orders, so we can continue our business growth without the added expense of mid-level inventory management."

About Centrosolar America, Inc.

CENTROSOLAR Group AG is one of the leading publicly traded solar companies in Europe, with revenues of EUR 403mn (\$540mn) in 2010 and over 1000 employees in 21 locations. CENTROSOLAR has production facilities in Germany for its PV modules and components like solar glass.

Centrosolar America, Inc. has a strong offering in the US market with complete CentroPack PV kits – along with branded PV modules, PV rooftop racking solutions and other balance-of-system components like switchgear and inverters. Centrosolar America has full-scale distribution facilities in Arizona, California and New Jersey and serves a national value-added integrator network for the residential and commercial channel. For more information, please visit at www.centrosolaramerica.com